



GCV Industry Day

October 1 2010

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Agenda



0700-0845:	Check-In / Registration	
0900-0905:	Welcome	LTC Thomas Shore
0905-0910:	Security / OPSEC	John R. Nagelkirk
0910-0930:	GCV Underpinnings	LTG Michael Vane
0930-0950:	Acquisition Insight	LTG William Phillips
0950-1030:	GCV IFV CONOPs	Michael Smith
1030-1100:	GCV Program Overview	COL Andrew DiMarco
1100-1140:	RFP Overview	Greg Donahoe
1140-1150:	Closing Remarks	COL Andrew DiMarco



Industry Day Purpose

- Familiarize participants with the Army's vision for the Ground Combat Vehicle program
- Promote networking among potential program participants
- Provide an overview of the GCV RFP
- Promote understanding of key proposal requirements

Ground Rules



- Today's information is for familiarization only
- Specifications, Statement Of Work, Evaluation Criteria, Pricing, Past Performance, Small Business, and Proposal Instructions will be detailed in the GCV Request for Proposal
- No questions and answers today
- RFP language takes precedence over anything said here today
- Instructions for obtaining the briefings presented here and future updates will be posted to:
<http://contracting.tacom.army.mil/majorsys/gcv/gcv.htm>





GCV Security

John R. "J.R." Nagelkirk, Sr
Security Manager, PEO GCS

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If You Observe Suspicious Activity While Attending the Conference (U)



- **Surveillance:**

- Attempts to record activities not normally of interest to visitors/tourists

- **Suspicious activities/ incidents**

- Activity that seems odd or out of place
- Attempts to conceal actions from observation
- Two or more occurrences/sightings of the same suspicious vehicle/activity



- **Tests of security**

- Attempts to gain unauthorized access or;
- Acquire/duplicate uniforms, badges, passes or other security related documents.

- **Specific threats**

- Information that includes the specific time, method, or location of an attack against US government or military personnel, facilities, or our missions.

Photography is not permitted during the event without special approval.

What Should You Report (U)?



Size
Activity
Location
Unit
Time
Equipment

Include:

- Descriptions
- License Number



During the Event:

- PEO GCS Security
- **POC: John Nagelkirk**
(586) 530-0099



After the Event:

- PEO GCS Security
- **POC: John Nagelkirk**
(586) 530-0099
- 902 MI GP (586) 282-7504
- FBI (313) 965-2323
- Local Police 911

AS SOON AS POSSIBLE – MINUTES COUNT!!

Security Rules for Conference (U)



- The Auditorium has been cleared for discussions or information up to **PUBLIC RELEASABLE** on 1 OCT 2010
 - BADGES: Must be worn at all times while in the conference area.
 - Secure badges from view when leaving the meeting area and report lost or stolen badges immediately.
- Restrict GCV conversations to designated areas (i.e. Conference room)
- Late arrivals to briefings will be directed to security in order to check in
- Depart the auditorium using the rear doors
- In the event of an emergency, you will receive direction on what actions to take
- Security questions – Conference Security Support Staff may be reached at: (586) 530-0099

Security Rules to Remember (U)



- Cell phones & electronic devices are to be turned off or on vibrate during briefings
- Please do not leave sensitive items/material unattended
- Return your Conference Badge upon departure



Ground Combat Vehicle Underpinnings

LTG Michael A. Vane

Deputy Commanding General, Futures, and
Director, Army Capabilities Integration Center
US Army Training and Doctrine Command

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Attributes, Capability Gaps, Required Capabilities

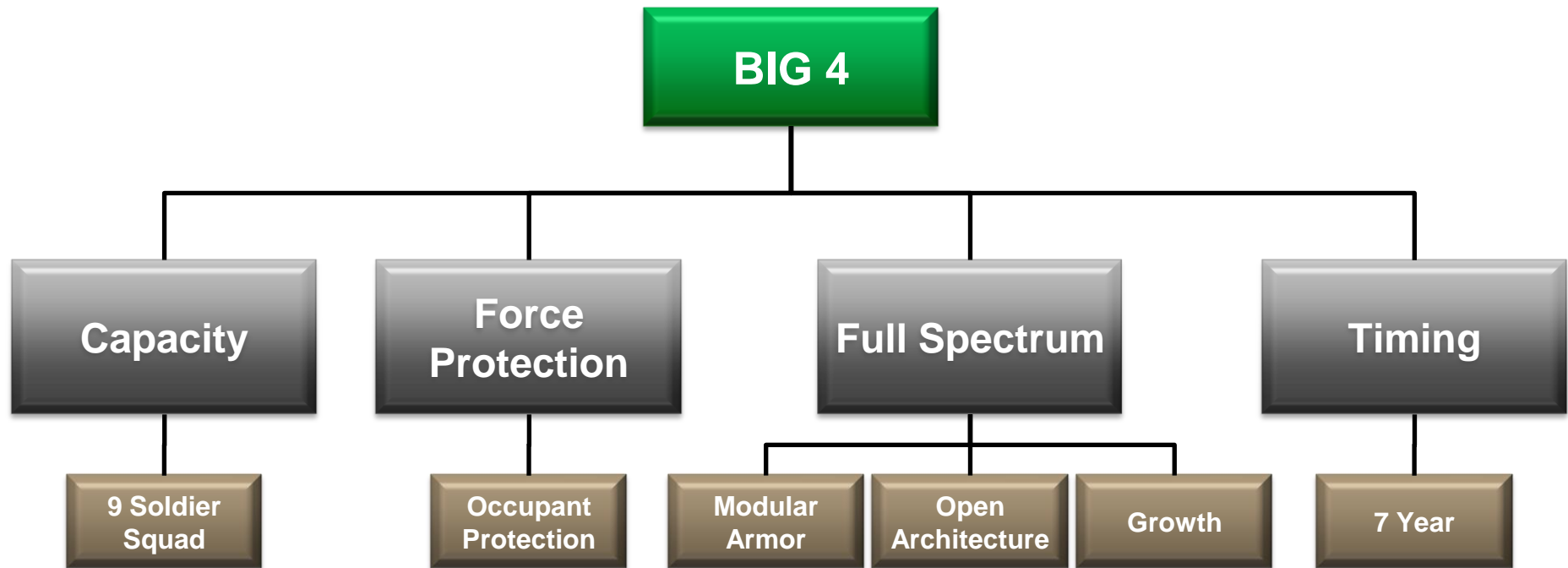


Attributes	Capability Gaps	Required Capabilities
Protection	<ul style="list-style-type: none">• Detect and neutralize mines and IEDs at standoff• Armored and light vehicle protection against kinetic, chemical, and tandem blast warheads• Occupant protection against IEDs and mines	<ul style="list-style-type: none">• Provide occupant protection against IEDs, mines, CBRN, small arms, ATGM, RPGs, artillery, mortar, and direct fire• Prevent/Detect/Avoid engagements of platform from rapidly adapting threats and prevention from fratricide
Network	<ul style="list-style-type: none">• Non-interrupted communications for dispersed units• Mounted and dismounted communications and situational awareness for dispersed units• Communications and surveillance at all echelons	<ul style="list-style-type: none">• Provides Mission Command functions while moving• Open architecture to facilitate the integration of current and future communications, computers, and sensors• Interoperability with current and future communications systems, Army and JIIM systems• Control unmanned air and ground systems
Mobility	<ul style="list-style-type: none">• Maneuver for positional advantage across range of terrain• Non-maneuver element mobility and survivability	<ul style="list-style-type: none">• Manpower, maneuverability, firepower, and protection necessary to close with the enemy• Carry the required crew, squad, and payload for mission• Provide assured mobility (cross country, urban, and operational maneuver) across the full range of terrain• Negotiate urban obstacles and control points• Provide stability and appropriate center of gravity to prevent rollovers
Lethality	<ul style="list-style-type: none">• Direct fire overmatch against high threat targets• Non-lethal weapons to achieve effects while limiting casualties and collateral damage• Organic precision indirect fires, especially in support of dispersed units	<ul style="list-style-type: none">• Organic weapons for overmatch like enemy direct fire threats• Fight in all weather conditions, day and night, in complex terrain, including battlefield obscurants; identify hostile, friendly, or neutral people, allowing the crew to apply precise, lethal or non-lethal effects





Infantry Fighting Vehicle Big 4 Imperatives





Acquisition Insight

LTG William Phillips

Military Deputy to the Assistant Secretary
of the Army for Acquisition, Logistics, &
Technology (ASAALT)

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Acquisition Insights

- Full Support by Stakeholders
- Army and OSD Committed to Ground Combat Vehicle
- Soldier-Centric
- Affordability – Lifecycle
- Deliberate Process to Improve Acquisition Strategy
- Full Partnership with Industry in Development of Ground Combat Vehicle
- Speed Matters!





GCV CONOPS

Michael Smith

Director, Maneuver Center Requirements Directorate

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Ground Combat Vehicle Concept of Operations



Movement & Maneuver Concept

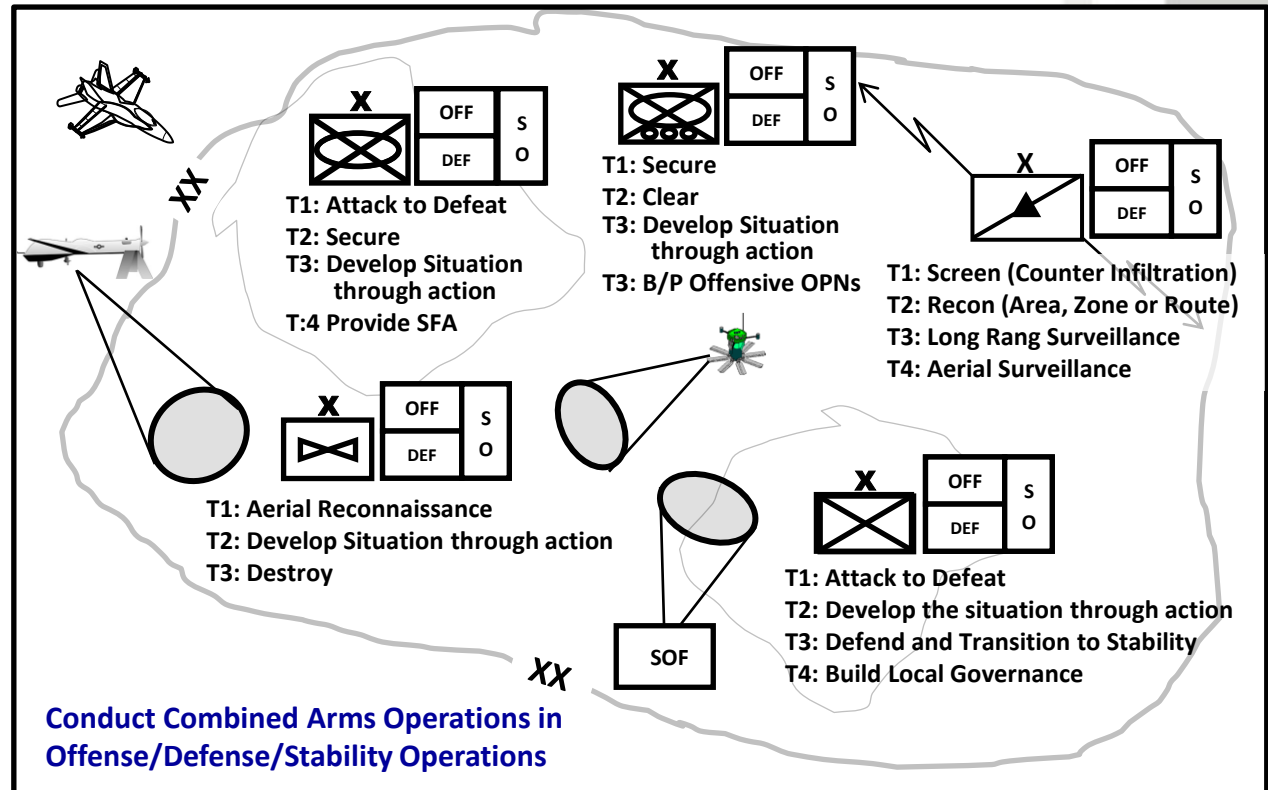
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• Operational Environment

- Uncertainty
- Complex & Urban Terrain
- Extended Distances
- Decentralized Operations
- Anti Access/Area Denial
- Hybrid Threats
- Host Nation & Allied Forces
- Non-Governmental Organizations, Media, Civilians

• Movement & Maneuver Requirements

- Combined Arms Maneuver
- Security Operations over Wide Areas
- Joint - Air/Ground Integration
- Operating Decentralized Linked via the Network
- Develop the Situation through Action
- Transition between Tasks & Actions



Central Idea: Brigades (IBCTs, SBCTs, HBCTs, CABs, and BFSBs) conduct combined arms maneuver and security operations under the mission command of Divisions and Corps in the conduct of full spectrum operations.

Outcome: Develop Units that are a versatile mix of tailorable and networked organizations trained and ready for Full Spectrum Operations.



Infantry Squad in Operational Context

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- **Combined Arms Maneuver**

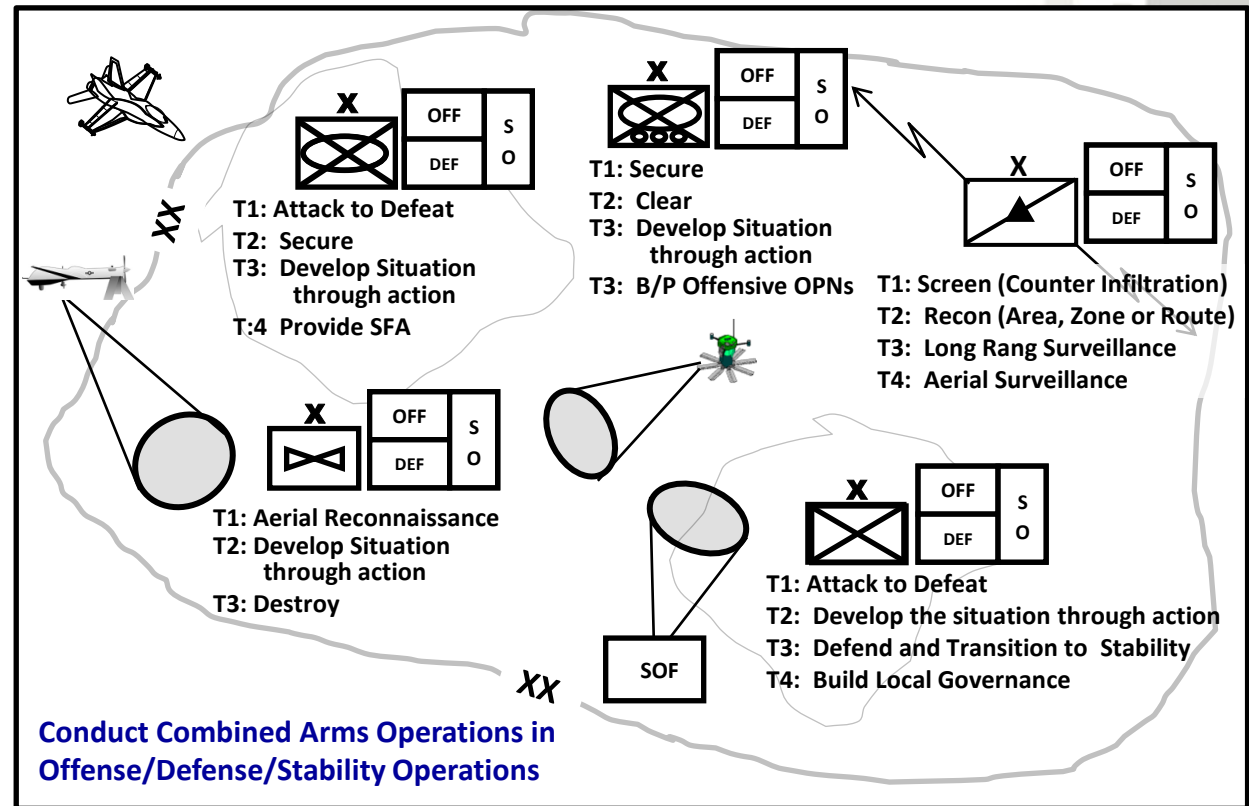
- Fire and maneuver
- Sustain operations
- Mission command - Nett Warrior

- **Security Operations**

- Decentralized operations
- Outposts and patrols
- Continuous engagement

- **Human Dimension**

- Social: trust and understanding
- Cognitive: learning and adapting
- Physical: shared burden & endurance



Full Spectrum Operations on a Distributed Battlefield



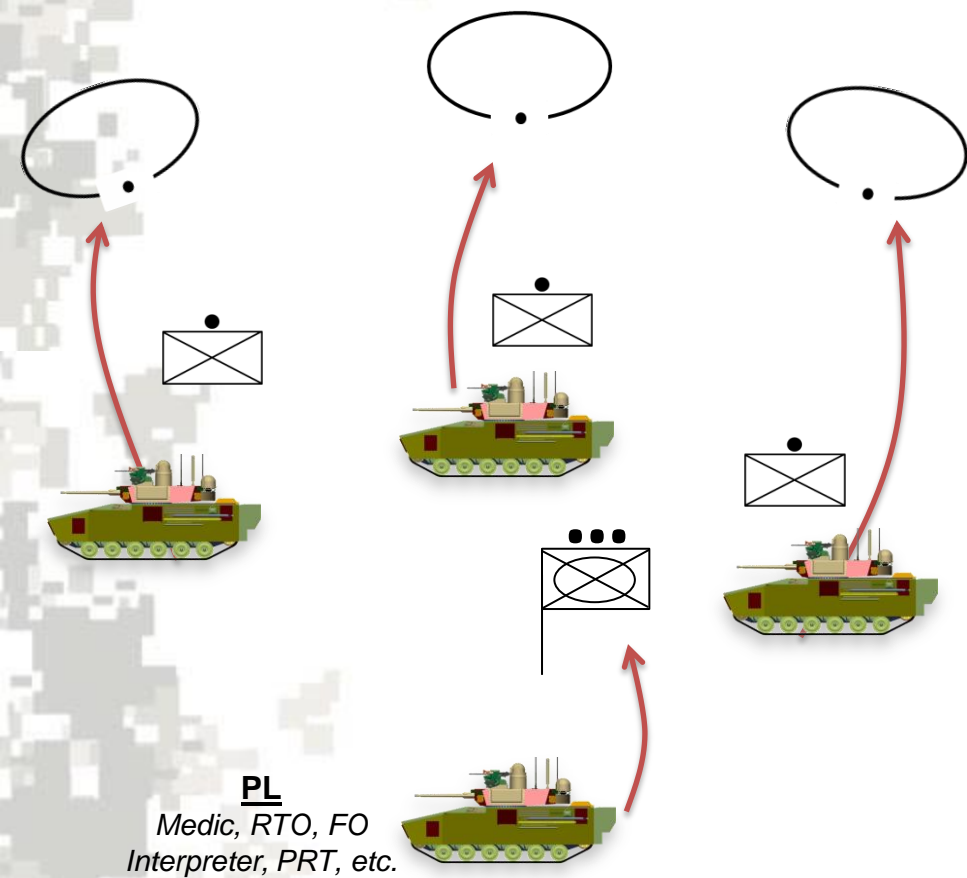
Concept of Operation

Squad Deployment

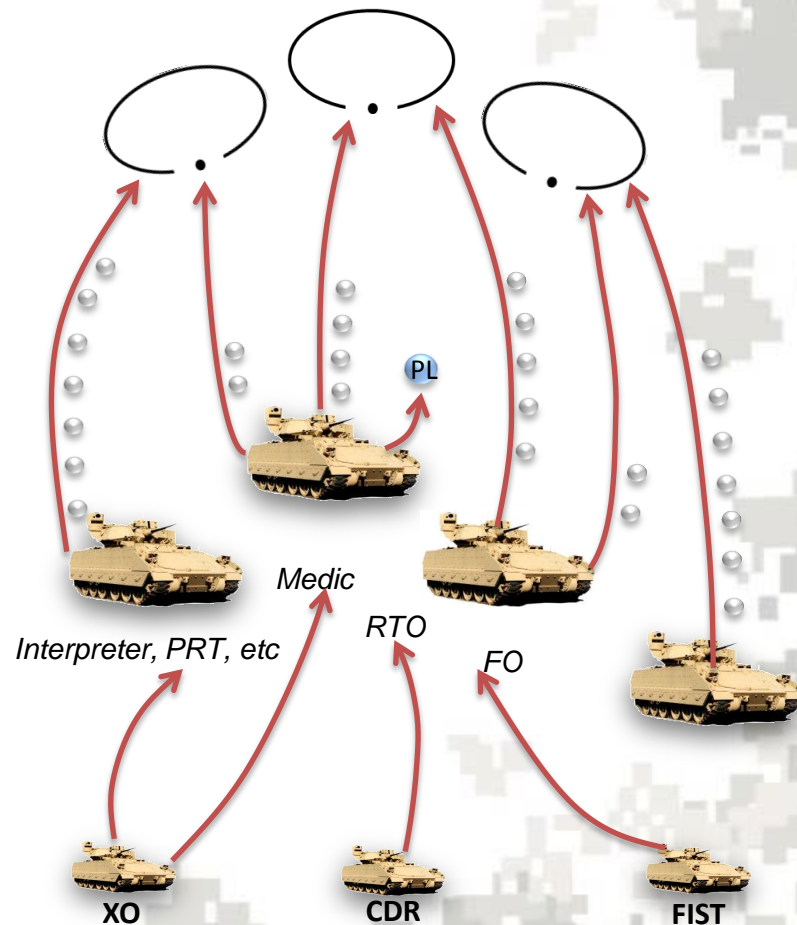


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GCV PLATOON



BFV PLATOON





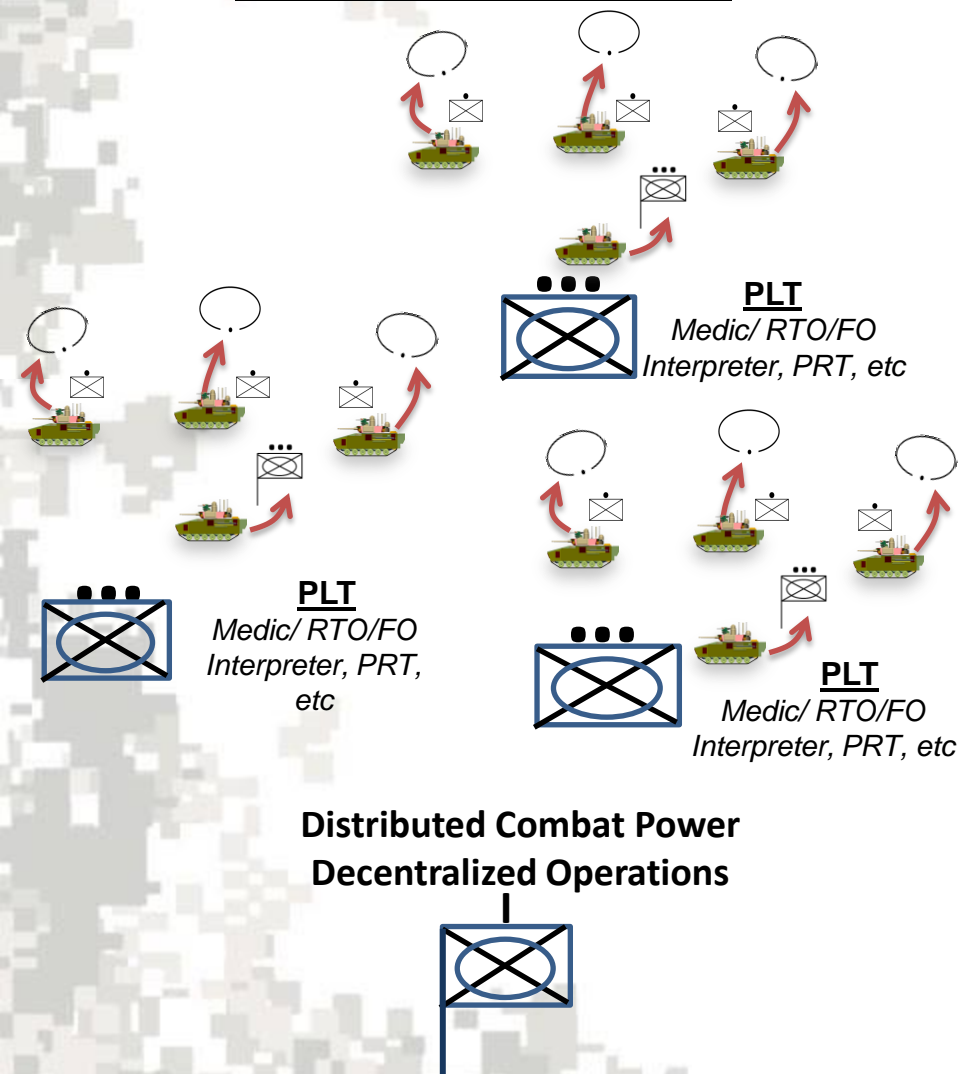
Concept of Operation

Platoon Deployment

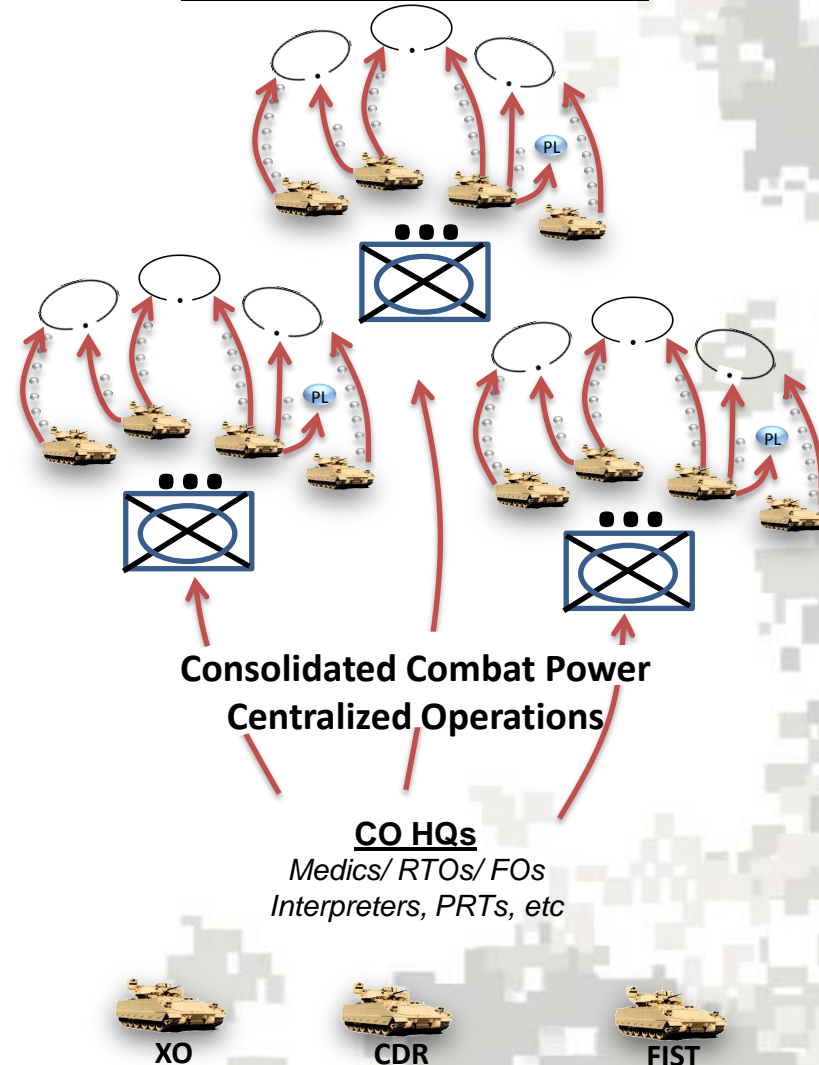


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GCV INFANTRY COMPANY



BFV INFANTRY COMPANY





CONOPS Summary



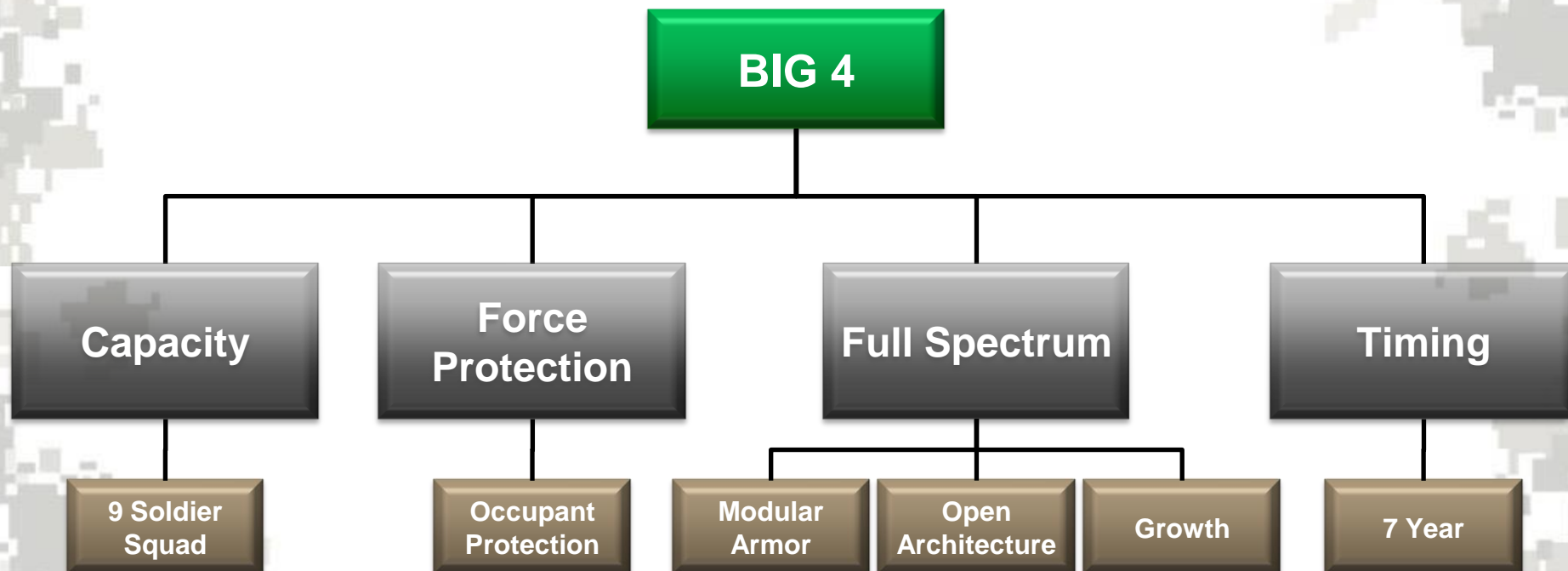
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- The Ground Combat Vehicle supports future concepts of operations
- Maintains Small Unit Integrity
 - Enables awareness and planning while moving
 - Facilitates synchronization during distributed operations
- Supports decentralized operations
 - Combined arms maneuver
 - Security operations



Big 4 Imperatives

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GCV Overview

COL DiMarco

Project Manager, Ground Combat Vehicle

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Ground Combat Vehicle Program Goal



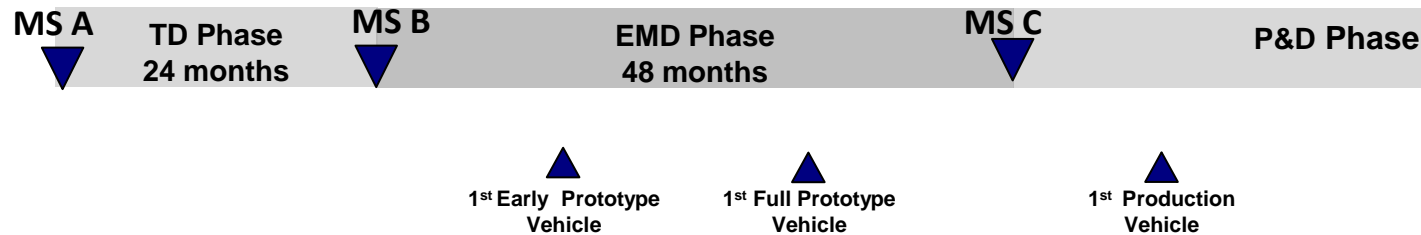
**Develop and produce an affordable,
feasible, and operationally effective
Infantry Fighting Vehicle in 7 years**

Strategy Overview



- Incremental / Block approach to achieve capability over time
- GCV IFV is first increment
- 7 years to 1st GCV IFV production vehicle
- Utilize Competitive development through the EMD phase
 - Up to Three contractors for the TD phase
 - Up to Two contractors for the EMD phase (Other than Full & Open)
 - One or more contractors for P&D phase (Other than Full & Open)

3-Phase IFV Program



- Technology Development (TD)
 - Focus on risk reduction
 - Utilize mature technologies
 - Allow industry to make trades to achieve cost/schedule goals
- Engineering and Manufacturing Development (EMD)
 - Increased time for testing to reduce risk
 - Increased number of prototypes
 - Prototypes earlier to support design feedback and risk reduction
- Production and Deployment (PD)



Technology & Development Phase

- Focus
 - Reduce overall risk for entering into the EMD phase
 - Preliminary design review
 - Continue detailed design
- Balanced Design
- Opening trade space to reduce risk
 - “Big Four” Imperatives
 - Tiering GCV IFV System Specification

Technology & Development Phase (continued)



- Affordability targets to Contractors
 - Supports industry in driving to affordable and attainable designs
 - Production and Operations & Support
- Prudent use of mature technologies
- Test assets
 - Sub-system prototype options provide flexibility
 - Additional risk reduction assets
- Refine Draft CDD and specification

Specification Prioritization



- Prioritizing the GCV IFV performance specification using a tiering approach (Tiers 1-3) provides a better understanding of Army priorities and supports balancing technical risk with cost and schedule
- The Army leadership's "Big 4" represent the Tier 1 must-have (non-tradable) requirements. Selected Soldier safety, regulatory, and statute-driven specifications are included in Tier 1
- Tiers 2-3 represent requirements that industry may propose less than threshold or defer to future blocks of capability

Prioritization Scheme



TIER 1

Tier 1 – Big 4 Imperatives: Force Protection, Capacity, Full Spectrum, Timing

TIER 2

Tier 2 – Offeror may propose less than threshold requirement but may not defer the full requirement

- Band A: Mobility and Lethality specifications
- Band B: (Vehicle) Survivability specifications
- Band C: All other specifications
- Band D: Will be provided as GFE

TIER 3

Tier 3 – Offeror may defer full requirement to a future increment



GCV Contracts Brief

Greg Donahoe
GCV PCO

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Contracting Overview



- Intent is to award up to three contracts for GCV Technology Phase
- RFP planned for release in 1st Qtr FY11
 - Pre-Proposal Conference will be held after RFP release
- Contract award(s) are planned for 2nd Qtr FY 11

RFP Highlights



- Changes to Specification
 - Some specification items have been deleted
- Offerors will be allowed flexibility of performance in certain areas (“Trade Space”)
 - Certain specification items don’t have to meet threshold
- Technology Development phase Subsystem Prototypes will be as priced options
- Unit Manufacturing Cost (UMC) for production units plays a role
- Focus is on currently mature technologies (TRL 6)



RFP Highlights (continued)

- Section A
 - Revise Executive Summary to include new program schedule, manufacturing cost target, what program success looks like, and key program objectives
 - Objectives for down select/EMD phase
- Section B: Creation of individual contract line items (CLINs) for option pricing of Subsystem prototypes
 - Automotive Test Rig Subsystem Prototype
 - Indirect Vision Driving and Local Situational Awareness Demonstrator Subsystem Prototype
 - Mine Blast Test Asset Subsystem Prototype
 - RPG Protection Subsystem Prototype
- Section F: Update time for test assets to test site
 - Subsystem test assets due to test site 425 days after exercise of option(s)
- Section L/M
 - Realign evaluation criteria to revised program priorities: TRL level, schedule, force protection, unit manufacturing cost



SOW Overview

- Specifies tasks that the contractor needs to accomplish in the TD phase, to include planning and preparation activities for the follow-on EMD phase
- Describes program management environment, methods for cost/ schedule control and affordability management
- Describes various meetings and technical reviews to take place
- Provides MS B documentation requirements
- Plans for achieving threshold requirements that were traded or deferred to future blocks

SOW Overview (continued)



- Details the systems engineering process, to include
 - Requirements and design trades
 - Various integrated architectures and interfaces
 - Growth
 - Modeling and Simulation
 - Software engineering
 - Network Integration Kit integration and Net-Ready environment
 - Manpower Integration and other specialty engineering tasks
- Details Test & Evaluation, Integrated Logistics Support and security requirements



SOW Overview (continued)

- Added System Requirements Review (SRR) and System Functions Review (SFR) as Government specified reviews
- All subsystem prototypes are options/offerors may propose additional prototype options to support risk reduction. These would be captured in the base CLIN of the proposal.
- Unit Manufacturing and Lifecycle Cost target plans with defined targets as CDRL deliverables
- Including initial GCV IFV CONOPS as attachment
- Added prioritization/tiering of Performance Specification defining trade space available for the contractors

Full and Open Competition



- The GCV TD Phase RFP will be for Full and Open Competition as defined by FAR Part 6.1
- Certain portions of the classified specification, including threat data, may be classified as SECRET/NOFORN meaning that this information cannot be released to a non-US entity

Export Control of Technical Information



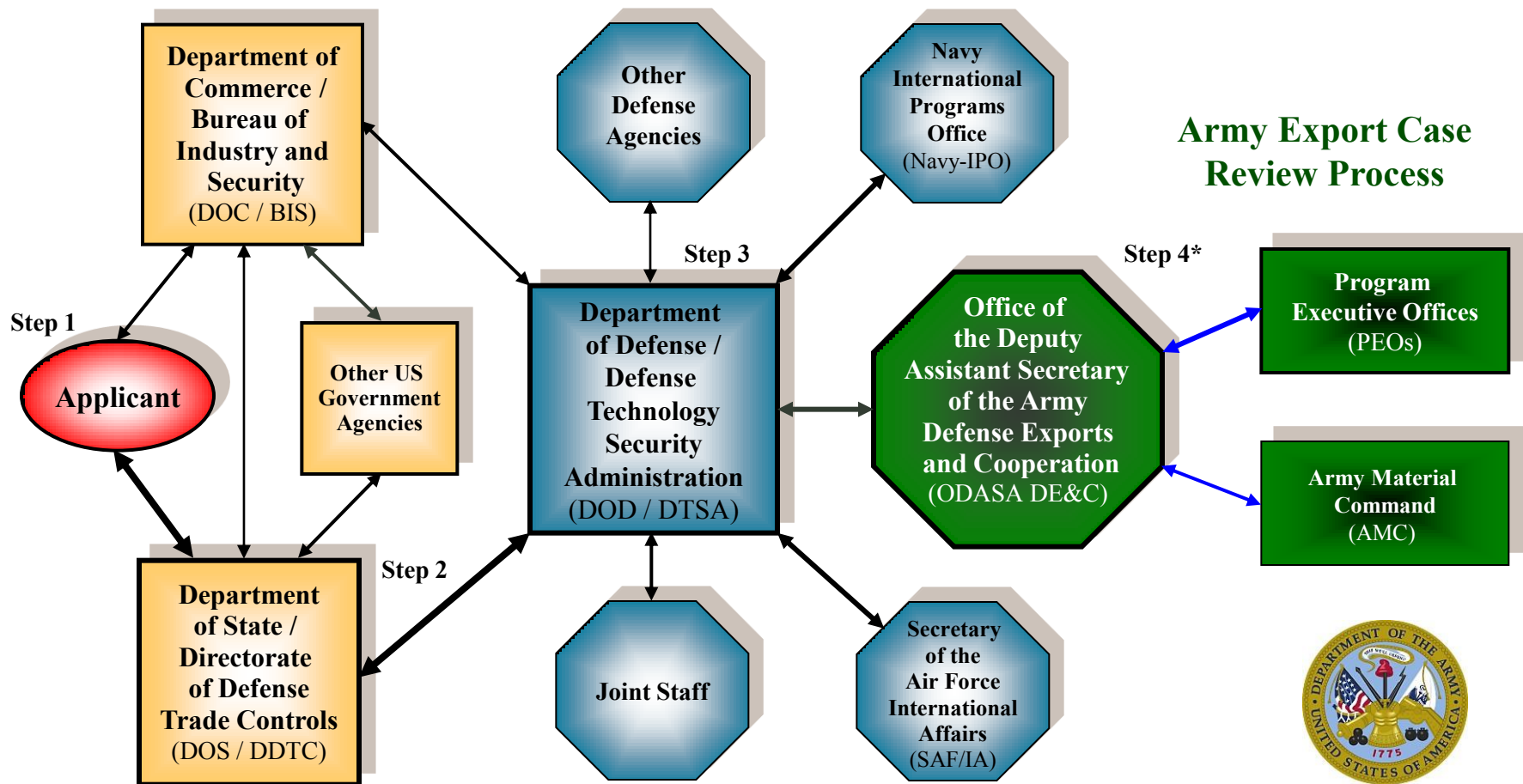
- Classified Information Request Procedures: This RFP has a classified annex which is required to meaningfully respond and participate in the solicitation to this RFP, SECRET being the highest classification.
- All classified material must be handled in accordance with the National Industrial Security Program Operating Manual (NISPOM), DoD 5220.22-M and the DD-254 for this RFP (Attachment 009).
- An Information Systems clearance of at least SECRET will be required to view the Classified Annex to this RFP.
- While only a SECRET clearance is required to receive the classified annex to this RFP, CONTRACT PERFORMANCE will require SECRET/Special Access Required (SAR) facility and Information System clearances.
- Requests for the classified portion of this RFP must be made by the Offeror's Facility Security Officer (FSO) via e-mail to DAMI_GCV@conus.army.mil

Export Control: Offeror's Responsibilities



- It is incumbent upon the offeror to comply with all applicable US Export Control laws and regulations when providing information to non-US subcontractors
 - Offeror's should plan on having any such agreements in place, working directly with the US State Department before the closing date of proposals
 - Unclassified portions of the RFP may be exported in accordance with Section 125.4(c) of the International Traffic in Arms Regulations (ITAR), subject to certification by Deputy Assistant Secretary of the Army for Defense Exports and Cooperation DASA (DE&C)
 - POC: Mr. Timothy Schimpp, (703) 588-8072, timothy.schimpp@us.army.mil
 - DASA (DE&C) will engage the Program Office as necessary

Export License Process (U)



* After Step 4 the process reverses until license is issued back to the applicant.



Export Licenses – TAA, DSP 5, & DSP 85

- Technical Assistance Agreement (TAA)
 - Discloses technical data and provides technical assistance
 - Assembly of defense articles
 - No manufacturing know-how may be provided
 - No manufacturing or production rights are provided
- DSP-5 Permanent Export
 - Unclassified permanent export of defense articles
 - Unclassified export of related technical data
- DSP-85 Classified Exports/Imports
 - Classified export
 - Temporary & Permanent Export of Defense Articles and Related Technical Data
 - Classified import
 - Temporary only (of Defense Articles and Related Technical Data)
 - Alcohol, Tobacco, Firearms (ATF) regulates permanent imports

Existing Technical Assistance Agreements, DSP-5 approvals, Export Licenses



- Export Control Officers for each offeror must make the determination if their existing licenses are sufficient for the new RFP.

Pre-Proposal Conference



- Who: Industry / US Government
- What: Provide overview of RFP after release
- When: Approximately two weeks after RFP release
- Where: Washington, DC or Detroit, MI Area
 - Announcement will be made on Federal Business Opportunities and linked to on PROCNET page
- Why: To maximize understanding of RFP requirements as proposal process begins

Summary



- My commitment to you is fast, but accurate and vetted, turnaround of all questions and other issues requiring resolution throughout the RFP process starting today
- Questions may be submitted to: DAMI_GCV@conus.army.mil
- RFP language takes precedence over anything said here today
- Program information, guidance on submitting questions, answers to question and future announcements may be found at the GCV PROCNET page:
<http://contracting.tacom.army.mil/majorsys/gcv/gcv.htm>



Closing Remarks

COL DiMarco

Project Manager, Ground Combat Vehicle

DESIGN • DEVELOP • DOMINATE

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